



Introduction to the Export-Import Bank of the United States

July 2010

Mark Dunn

U.S. Trade and
Development Agency

EXPORT-IMPORT BANK
of the UNITED STATES

Jobs Through Exports



Who We Are — What We Do

Ex-Im Bank is an independent agency of the United States

- Established in 1934
- Headquartered in Washington, DC
- Official Export Credit Agency of the U.S.
- 5 regional offices
- Supported more than \$450 billion of U.S. exports in 76 years



Who We Are — What We Do

- Assume the credit and country risks that the private sector is unable or unwilling to accept
- Level the playing field – we can provide financing to counter foreign government-supported export financing



Ex-Im Bank Can Assist Your Firm:

- Improve cash flow
- Compete against foreign companies
- Support U.S. goods *and* services
- Enter new markets and expand sales in current ones



We Can Assist You!

Exporting Needs

Pre-export Financing

**Short-Term Accounts
Receivable Financing**

Our Solutions

Working Capital Guarantee

Export Credit Insurance



We Can Assist You!

Your Buyer Needs

Medium-Term Financing

Long-Term Financing

**Transportation
Financing**

Our Solutions

**Export Credit Insurance,
Loan Guarantee, or
Direct Loan**

**Loan Guarantee or
Direct Loan**

**Export Credit Insurance,
Guarantee, or Direct Loan**



Coverage in Over 150 Countries

- A percentage of “content” must originate from the U.S.
- Refer to our Country Limitation Schedule (CLS) on www.exim.gov as we may not support some of the countries.
- Where closed for certain routine transactions, Ex-Im Bank will consider structured financing arrangements that expect reasonable assurance of repayment.



The Ex-Im Bank in Cambodia

- Available for business starting in October 2009.
- Provides short- (repayment up to one year) and medium-term (repayment from one to seven years) loans to the private sector to support import of U.S. products.
- Support is limited to transactions with a commercial bank as an obligor or guarantor.
- However, Ex-Im Bank will consider transactions without a bank undertaking on a case-by-case basis.



The Ex-Im Bank in Cambodia

- The Bank can also consider financing for U.S. exports to Cambodian private-sector buyers on longer repayment terms under certain conditions, such as:
 - Structured-finance transactions that earn revenues off-shore and are held in a bank or trust account acceptable to Ex-Im Bank
 - Asset-backed lease and financing structures for equipment exports such as U.S.-manufactured commercial aircraft.



Eligibility

- Loans to international buyers are generally used for purchases of U.S. capital equipment and services.
- Financing may also be available for:
 - Refurbished equipment
 - Software
 - Certain banking and legal fees (See Financing Fees for Ancillary Services.)
 - Certain local costs and expenses (See Ex-Im Bank Policies – Local Cost.)



Eligibility (continued)

- Military or defense items are not eligible nor are sales to military buyers (with certain exceptions).
- Goods eligible for Ex-Im Bank financing must meet Ex-Im Bank's foreign content requirements (See Ex-Im Bank Policies – Foreign Content.)



Eligibility (continued)

- Goods eligible for Ex-Im Bank financing must be shipped from the United States to an international buyer. Exports financed by direct loans are normally subject to U.S. flag vessel requirements. (See Ex-Im Bank Policies – Shipping.)
- Prior to approving certain transactions, Ex-Im Bank will take into account the economic impact of a particular transaction (see Ex-Im Bank policies – Economic Impact) and the environmental effects (see Ex-Im Bank policies – Environment).



Applying for Ex-Im Bank Financing

- In most cases, the *Letter of Interest (LI) Application* or the *Preliminary Commitment (PC)/Final Commitment (AP) Application* is an appropriate starting point.
- Ex-Im Bank's Letter of Interest (LI) is a pre-export tool that helps you obtain financing. The LI is an indication of Ex-Im Bank's willingness to consider financing for a given export transaction.



Letter of Interest

- Apply for an LI during the bidding or negotiating stage of an export sale when the following conditions exist:
 - You need an indication from Ex-Im Bank on the general eligibility of the transaction participants and the goods and services to be exported.
 - The repayment terms and other program guidelines in the LI provide you with specific enough guidance for your transaction.



Letter of Interest

- A foreign buyer or borrower may apply for a letter of interest.
- A financial advisor acting on behalf of a foreign buyer may also apply for an LI, but the LI will be issued directly to the foreign buyer.
- The refundable processing fee for an LI is \$100 for a paper or fax application and \$50 for an online application.
 - This fee will be refunded if Ex-Im Bank decides not to issue an LI for the proposed transaction.



Applying Online

- Ex-Im Bank offers a secure, Internet-based, online Letter of Interest Application.
- Applicants can submit, save and/or edit a LI application and make a payment online.
- To apply online, go to the Ex-Im Bank website, www.exim.gov and select "LI Online" from the home page menu.



Applying for Ex-Im Bank Financing

- Detailed application instructions can be found at the Ex-Im Bank Website.

EXPORT-IMPORT BANK of the UNITED STATES

[About Ex-Im](#) | [News & Events](#) | [Products & Policies](#) | [Apply](#)

When the U.S. exports... America works
The Export-Import Bank supports the financing of U.S. goods and services, maintaining, and [creating more U.S. jobs...](#)

Quick Links for:

- [EX-IM Apply Online](#)
- [SB Small Business Portal](#)
- [U.S. Exporters](#)
- [International Buyers](#)
- [Lenders](#)
- [News Media](#)

Search

Shortcuts

- [Contact Us](#) | [Home](#)
- [News Releases 2010](#)
- [Seminars & Symposia](#)
- [New 2010 Annual Conference](#)
- [Highlights](#)
- [E-mail Subscriptions](#)
- [Board Agenda](#) | [Board Minutes](#)
- [Publications Center](#)
- [2009 Annual Report](#)

Highlights

In his State of the Union address President Obama set a goal of doubling U.S. exports in five years and adding 2 million new jobs. Ex-Im Bank Chairman and President Fred P. Hochberg told 1,200 exporters, lenders and government officials at the Bank's 2010 annual conference that he is "committed to helping more companies reach more countries, sell to more customers and create more American jobs." (Photo: Ashley Sullivan, Mattox Photography)

What's New?

Ex-Im Bank in the News

- [Colombian Cartagena revamp](#)
- [HSBC: More US compa](#)
- [BTFG and EX-IM Bank F US Equipment to Clean](#)
- [Ex-Im's Day](#)

Press Releases

- [Ex-Im Bank Signs Framework Agreement With Brazilian Development Bank BNDES](#)
- [San Jose-Area Small Businesses Get New Export Finance Support as Greater San Jose Hispanic Chamber Becomes Ex-Im Bank City-State Partner](#)
- [Ex-Im Bank and Russia's Vnesheconombank Sign Memorandum of Understanding](#)
- [Eleven Indonesian Banks Pre-Approved for Ex-Im Bank Financing Under \\$1 Billion Bank Facility](#)

How to Apply

- [Online Services](#)
- [Applications and Forms](#)
- [Country Limitation Schedule](#)
- [Credit Standards](#)
- [Exposure Fee Calculator](#)
- [Exposure Fee Advice](#)
- [Comm. Interest Reference Rates \(CIRR\)](#)
- [Lender Locator](#)
- [Get Assistance](#)
- [Credit Administration & Operations](#)
- [Claims and Asset Management](#)



For More Information

Regional Offices

Northeast and Mid-Atlantic	212.809.2650
Southeast	305.526.7436
Midwest	312.353.8081
Southwest	281.721.0465
West	949.660.1341
San Diego	619.557.7091
San Francisco	415.705.2280/2285



Contact Information

- **Diane Farrell, Member, Board of Directors**
- **202.565.3521**
- **Diane.farrell@exim.gov**

- **Talaat Rahman, Business Development Officer**
- **202.565.3911**
- **Talaat.Rahman@exim.gov**